

**HOW YOUR ORGANIZATION CAN OBTAIN THE BENEFITS OF HOSHIN QUICK START™**

Hoshin Quick Start™ is available for purchase for \$1500 plus shipping and handling (plus 6% sales tax for Michigan organizations). Purchasers will be required to sign a user agreement.

Hoshin Quick Start™ is available free for members of the Scanlon Leadership Network.

Hoshin Quick Start™ Training and Implementation Consulting is available through the Scanlon Leadership Network. Please call for a quote.

**Hoshin Quick Start™ is 100% Guaranteed. You may return it for a full refund if it does not meet your needs.**

**HOSHIN QUICK START™ ORDER FORM**

- I would like to purchase Hoshin Quick Start
- Please contact me to arrange a quote for training and consulting services
- Please send me information on the Lean Sim Machine™ manufacturing simulation, also available from the Scanlon Leadership Network
- Please send me more information about the Scanlon Leadership Network

Method of payment:  Check  Visa  MasterCard  AmEx

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Expiration Date \_\_\_\_\_ Signature \_\_\_\_\_

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SCANLON LEADERSHIP NETWORK • 2875 NORTHWIND DR. • SUITE 121  
EAST LANSING, MI 48823

Phone: 517.332.8927 Fax: 517.332.9381  
Email: office@scanlonleader.org Web: www.scanlonleader.org



2875 Northwind Drive • Suite 121  
East Lansing, Michigan 48823

**Where The Best Ideas Come Together.**

# HOSHIN Quick Start™

The revolutionary new  
computer template and  
training system that makes  
Strategic Planning  
quick and easy





**HOSHIN KANRI** is a Japanese term that implies a compass, direction needle, or managing or controlling direction.

Hoshin Quick Start™ is a proven effective system that will help your organization:

- Set goals and objectives
- Link objectives between various levels, departments, and functions
- Track performance against goals
- Analyze problems that impede performance toward objectives

Hoshin Quick Start™ is a turnkey solution that will help you implement a Hoshin process quickly. More than a simple course or manual, Hoshin Quick Start™ also contains the Hoshin Quick Start Excel™ templates to customize, automate, and track performance.

## THE HOSHIN QUICK START™ SYSTEM

### 1. Introductory Course on Hoshin Planning (3 hours)

*Leader's Guide with recommended flip charts and 32 color overheads*

- Save hundreds of hours of instructional design. Empower your staff to become Hoshin experts.

*Reproducible Participant Manual*

- No hidden costs—copy as many manuals as you need

### 2. Excel™ Hoshin Quick Start™ Templates

*Master Matrix of goals and objectives*

- Makes visual your goals and the goals of the organization

*Radar Chart*

- Quickly shows which objectives are on target

*Key Measure and Target Activity Summary*

- Tracks key goals
- Analyzes issues or gaps using Pareto analysis
- Enables you to create an action plan for counter measures

### 3. Coordinator's Guide

*Shows how to customize the Excel™ templates*

*Contains information-gathering forms and tips*

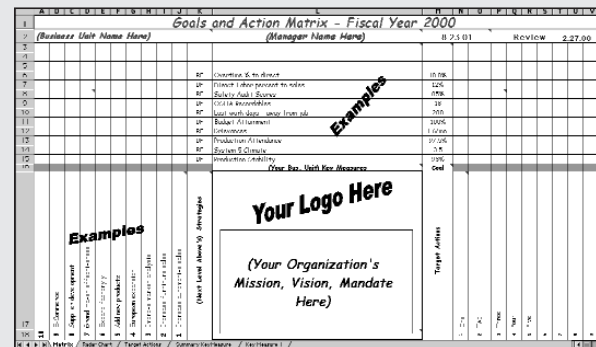
## A PROVEN PLANNING SYSTEM

Hoshin Quick Start™ is based on the very successful Donnelly Corporation Management by Planning system. Donnelly is recognized as one of the leading “Lean” manufacturing organizations and is frequently cited as one of the 100 Best Places to Work in America. Their Hoshin planning process was voted a “gold medal” best practice by the Scanlon Leadership Network and it has been used extensively by Network Members.

## ABOUT THE SCANLON LEADERSHIP NETWORK

The Scanlon Leadership Network is the nonprofit association of businesses that pioneered open book management, employee involvement, gainsharing and servant leadership concepts. The Network collects and disseminates best practices from among its members. We actively seek organizations interested in networking and sharing best practices with us.

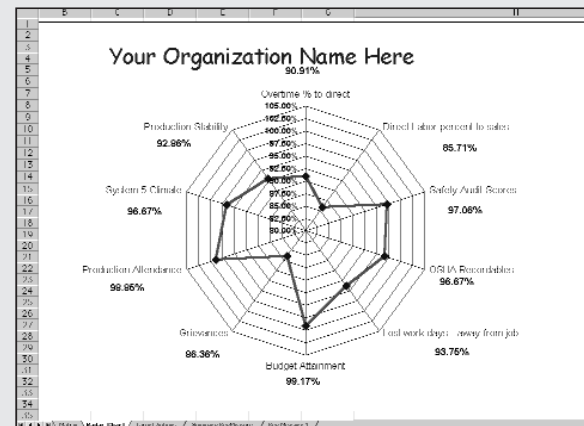
To learn more about the Network visit [www.scanlonleader.org](http://www.scanlonleader.org) or contact the Network Office at (517) 332-8927.



**MATRIX CHART** — The Matrix Chart is the heart of the system. It allows visual tracking of goals and target actions. Every employee sees how their objectives fit into overall company goals and objectives. The matrix is easily customizable with company or departmental logos, mission statements, etc. It is easily printed and/or shared over an intranet.

*“Hoshin planning represents a very powerful tool for deploying the strategic direction of any organization. It not only ensures that everyone in an organization understands the strategic direction but it also ensures that they understand how their work and the work of other teams within the organization fits together. It is also a powerful tool for bringing out the best in everyone through participation.”*

— Dwane Baumgardner,  
CEO of Donnelly Corporation



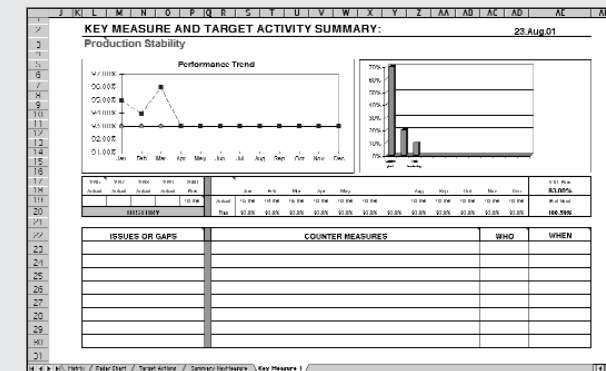
**RADAR CHART** — The Radar Chart cuts through organizational fog, revealing which objectives are on target and which ones aren't for every employee. It is automatically updated so that it is easy to maintain. The Radar Chart is an early warning tool, allowing for quick response when objectives are not being met.

*“The use of Hoshin Planning has made a significant improvement. It has enabled all Managers to see exactly how their department Goals and Objectives support the SGS Corporate Objectives. Simply put it gives us a “Road Map” and navigates us on our journey”*

— Jeff Burton, Executive Vice  
President of Manufacturing,  
SGS Tool Company

*“Hoshin Quick Start™ helps to ensure the strategic plan gets implemented and doesn't sit on a shelf in a three-ring binder.”*

— Pete Hovde,  
The Possibilities Company



**KEY MEASURE CHART** — The Key Measure chart contains three components. It tracks key individual objectives against goals. A Pareto chart helps to identify issues or gaps in performance. The action planning section contains a written description of issues and gaps, counter measures, who is assigned to address the problem, and when it will be resolved.

*“SGS has customized Hoshin Planning all the way to the acronym Associate Integrated Management (AIM 2001). It has provided us with an excellent communication tool to present our company's goals and objectives while documenting a sense of accountability for ALL associates.”*

— Tom Haag, President,  
SGS Tool Company